A8720-1

POTASH & PHOSPHATE INSTITUTE

NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE	SEP 1987	SEP 1986	JUL-SEP 1987/88	JUL-SEP 1986/87
AL Alabama	10,478	4,090	19,634	17,039
AK Alaska	0	167	61	727
AZ Arizona	26	101	195	232
AR Arkansas	8,872	2,994	12,291	3,438
CA California	7,197	5,071	14,899	9,830
CO Colorado	411	288	732	695
CT Connecticut	247	275	507	607
DE Delaware	4,718	2,150	5,426	2,456
FL Florida	10,380	14,089	31,835	26,273
GA Georgia	6,676	7,064	29,476	21,269
HI Hawaii	1,941	1,007	4,916	2,341
ID Idaho	1,901	1,830	4,013	3,668
IL Illinois	65,165	78,323	179,754	178,958
IN Indiana	47,275	60,090	99,255	78,955
IA Iowa	52,879	52,106	119,999	97,600
KS Kansas	5,530	3,360	8,652	7,193
KY Kentucky	9,274	10,543	22,126	23,245
LA Louisiana	2,391	6,602	3,138	7,890
ME Maine	0	198	36	365
MD Maryland	5,032	4,599	5,751	5,120
MA Massachusetts	175	572	371	811
MI Michigan	27,436	15,030	43,492	28,443
MN Minnesota	36,589	32,698	73,052	55,395
MS Mississippi	7,487	1,959	12,250	1,111
MO Missouri	26,224	26,805	60,367	57,113
MT Montana	1,217	1,422	2,083	2,252
NE Nebraska	2,793	874	5,437	1,957
NV Nevada	0	0	0	15
NH New Hampshire	0	36	93	102
NJ New Jersey	615	784	1,211	1,666
NM New Mexico	155	309	1,949	775
NY New York	2,053	2,894	5,133	7,276
NC North Carolina	4,767	2,434	9,100	7,502
ND North Dakota	2,299	1,969	5,562	4,150
OH Ohio	37,031	74,784	107,657	121,465
OK Oklahoma	3,654	3,378	7,156	6,397
OR Oregon	4,313	2,457	6,729	4,808
PA Pennsylvania	7,011	7,328	10,375	11,786
RI Rhode Island	0	59	84	119
SC South Carolina	10,438	1,441	13,899	18,936
SD South Dakota	1,433	722	2,576	1,026
TN Tennessee	2,598	4,821	9,224	14,711
TX Texas	10,538	13,521	19,072	25,197
UT Utah	196	2,106	1,753	2,845
VT Vermont	285	119	610	658
VA Virginia	5,755	3,327	7,960	3,818
WA Washington	1,757	2,048	2,994	4,970
WV West Virginia	181	162	242	430
WI Wisconsin	26,254	26,008	51,115	55,765
WY Wyoming	67	36	598	197
TOTAL U.S.:	463,714	485,050	1,024,840	929,597
CANADA				
AB Alberta	1,510	1,915	2,356	2,875
BC Brit. Columbia	140	241	337	6,519
MB Manitoba	2,656	1,910	3,046	2,626
NB New Brunswick	566	782	1,205	1,188
NF Newfoundland	0	0	0	0
NS Nova Scotia	67	259	779	338
ON Ontario	30,818	15,823	53,107	28,272
PE Pr.Edward Isle	865	1,047	1,980	1,228
PQ Quebec	17,275	8,581	23,635	10,008
SK Saskatchewan	1,589	696	11,574	971
TOTAL CAN:	55,486	31,254	98,019	54,025
EXPORT SALES:	245,658	300,972	929,192	859,653
TOTAL AGRICULTURAL	764,858	817,276	2,052,051	1,843,275
Non-Ag U.S.	31,339	30,259	90,581	79,885
Canada	1,670	1,720	5,074	3,627
Exports	12,507	8,168	24,446	12,400
TOTAL NON-AG	45,516	40,147	120,101	95,912
GRAND TOTAL	**810,374**	**857,423**	**2,172,152**	**1,939,187**

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

SEPTEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	0	0	291	291
Australia	0	5,372	4,282	0	0	9,654
Brazil	16,656	22,675	67,761	0	0	107,092
Chile	3,476	0	0	0	0	3,476
China	21,931	0	0	0	0	21,931
Columbia	0	0	0	0	728	728
Ecuador	1,582	0	0	0	0	1,582
India	202	0	0	4,346	0	4,548
Japan	21,757	5,933	3,420	2,070	1,675	34,855
Korea	35,107	0	0	4,484	0	39,591
Malaysia	10,550	0	0	0	0	10,550
Mexico	270	0	0	0	19	289
New Zealand	0	0	0	0	51	51
Sri Lanka	4,904	0	0	0	0	4,904
Taiwan	4,937	0	0	1,179	0	6,116
TOTAL AG:	121,372	33,980	75,463	12,079	2,764	245,658
NON-AGRICULTURAL						
Japan	112	-	-	12,001	0	12,113
Korea	12	-	-	0	0	12
Mexico	382	-	-	0	0	382
TOTAL NON-AG:	506	-	-	12,001	0	12,507
TOTAL EXPORTS	**121,878**	**33,980**	**75,463**	**24,080**	**2,764**	**258,165**

11/6/87 AB720-1

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

SEPTEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	3,063	2,304	3,151	1,877	83	10,478
AK Alaska	0	0	0	0	0	0
AZ Arizona	0	0	16	0	10	26
AR Arkansas	1	312	7,972	558	29	8,872
CA California	1,830	2,689	1,679	13	986	7,197
CO Colorado	62	0	344	0	5	411
CT Connecticut	0	120	116	0	11	247
DE Delaware	0	0	4,624	28	66	4,718
FL Florida	2,605	2,094	1,040	1,299	3,342	10,380
GA Georgia	607	607	2,990	1,639	833	6,676
HI Hawaii	0	1,926	0	0	15	1,941
ID Idaho	15	1,463	400	13	10	1,901
IL Illinois	2,996	41,038	14,084	6,600	447	65,165
IN Indiana	258	31,565	10,996	4,227	229	47,275
IA Iowa	232	22,914	14,932	14,753	48	52,879
KS Kansas	107	1,662	3,646	92	23	5,530
KY Kentucky	0	7,105	2,002	0	167	9,274
LA Louisiana	1,360	452	557	0	22	2,391
ME Maine	0	0	0	0	0	0
MD Maryland	3,906	0	353	773	0	5,032
MA Massachusetts	0	0	123	0	52	175
MI Michigan	0	21,160	6,138	7	131	27,436
MN Minnesota	265	16,193	19,256	221	654	36,589
MS Mississippi	0	4,610	2,864	0	13	7,487
MO Missouri	2,190	2,322	18,988	2,663	61	26,224
MT Montana	46	107	909	155	0	1,217
NE Nebraska	94	408	1,525	379	387	2,793
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	189	291	85	50	615
NM New Mexico	0	0	104	0	51	155
NY New York	303	419	1,240	33	58	2,053
NC North Carolina	211	3,057	729	698	72	4,767
ND North Dakota	0	368	1,931	0	0	2,299
OH Ohio	355	17,637	17,678	858	503	37,031
OK Oklahoma	72	342	3,172	0	68	3,654
OR Oregon	316	1,597	2,310	0	90	4,313
PA Pennsylvania	241	899	4,647	576	648	7,011
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	852	1,095	7,734	250	507	10,438
SD South Dakota	0	615	642	176	0	1,433
TN Tennessee	0	1,301	1,107	155	35	2,598
TX Texas	2,593	1,339	5,833	62	711	10,538
UT Utah	0	109	87	0	0	196
VT Vermont	0	61	218	0	6	285
VA Virginia	2,963	122	1,028	1,642	0	5,755
WA Washington	69	525	1,118	35	10	1,757
WV West Virginia	0	181	0	0	0	181
WI Wisconsin	250	13,930	11,131	815	128	26,254
WY Wyoming	0	21	35	0	11	67
TOTAL U.S.:	27,862	204,858	179,740	40,682	10,572	463,714
CANADA						
AB Alberta	0	0	1,260	244	6	1,510
BC Brit. Columbia	0	0	140	0	0	140
MB Manitoba	0	472	1,926	258	0	2,656
NB New Brunswick	0	130	436	0	0	566
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	67	0	0	67
ON Ontario	27	21,268	8,994	370	159	30,818
PE Pr.Edward Isle	0	0	865	0	0	865
PQ Quebec	0	4,731	12,519	0	25	17,275
SK Saskatchewan	0	222	1,352	15	0	1,589
TOTAL CAN:	27	26,823	27,559	887	190	55,486
*EXPORT SALES:	121,372	33,980	75,463	12,079	2,764	245,658
TOTAL AG SALES	149,261	265,661	282,762	53,648	13,526	764,858
NON-AG U.S.	21,907	-	-	8,820	612	31,339
Canada	948	-	-	712	10	1,670
*Exports	506	-	-	12,001	0	12,507
TOTAL NON-AG SALES	23,361	-	-	21,533	622	45,516
GRAND TOTAL	**172,622**	**265,661**	**282,762**	**75,181**	**14,148**	**810,374**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

SEPTEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	2,644	2,242	2,191	1,877	8,954
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	1,942	558	2,500
CA California	0	0	0	13	13
CO Colorado	0	0	46	0	46
CT Connecticut	0	120	116	0	236
DE Delaware	0	0	4,624	28	4,652
FL Florida	2,605	2,094	1,040	1,299	7,038
GA Georgia	607	607	1,186	1,639	4,039
HI Hawaii	0	1,797	0	0	1,797
ID Idaho	0	500	165	13	678
IL Illinois	1,565	39,947	9,697	6,600	57,809
IN Indiana	258	31,441	9,973	4,227	45,899
IA Iowa	183	22,406	11,309	14,753	48,651
KS Kansas	0	16	32	92	140
KY Kentucky	0	7,105	1,097	0	8,202
LA Louisiana	0	14	0	0	14
ME Maine	0	0	0	0	0
MD Maryland	3,906	0	353	773	5,032
MA Massachusetts	0	0	123	0	123
MI Michigan	0	21,160	6,138	7	27,305
MN Minnesota	265	16,193	19,164	221	35,843
MS Mississippi	0	4,579	2,743	0	7,322
MO Missouri	0	512	7,774	2,663	10,949
MT Montana	0	107	909	155	1,171
NE Nebraska	0	293	235	379	907
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	189	291	85	565
NM New Mexico	0	0	0	0	0
NY New York	303	419	1,240	33	1,995
NC North Carolina	211	3,057	729	698	4,695
ND North Dakota	0	368	1,931	0	2,299
OH Ohio	355	17,637	17,678	858	36,528
OK Oklahoma	0	0	250	0	250
OR Oregon	0	952	1,875	0	2,827
PA Pennsylvania	241	899	4,647	576	6,363
RI Rhode Island	0	0	0	0	0
SC South Carolina	852	1,095	7,734	250	9,931
SD South Dakota	0	537	642	176	1,355
TN Tennessee	0	1,301	204	155	1,660
TX Texas	0	0	0	62	62
UT Utah	0	0	0	0	0
VT Vermont	0	61	218	0	279
VA Virginia	2,963	122	1,028	1,642	5,755
WA Washington	69	453	1,103	35	1,660
WV West Virginia	0	181	0	0	181
WI Wisconsin	250	13,930	11,131	815	26,126
WY Wyoming	0	0	20	0	20
TOTAL U.S.:	17,277	192,334	131,578	40,682	381,871
CANADA					
AB Alberta	0	0	1,260	244	1,504
BC Brit. Columbia	0	0	140	0	140
MB Manitoba	0	472	1,926	258	2,656
NB New Brunswick	0	130	436	0	566
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	67	0	67
ON Ontario	27	21,268	8,994	370	30,659
PE Pr.Edward Isle	0	0	865	0	865
PQ Quebec	0	4,731	12,519	0	17,250
SK Saskatchewan	0	222	1,352	15	1,589
TOTAL CAN:	27	26,823	27,559	887	55,296
*EXPORT SALES:	117,626	33,980	56,023	12,079	219,708
TOTAL AG SALES	134,930	253,137	215,160	53,648	656,875
NON-AG U.S.	11,824	-	-	8,820	20,644
Canada	948	-	-	712	1,660
*Exports	124	-	-	12,001	12,125
TOTAL NON-AG	12,896	-	-	21,533	34,429
GRAND TOTAL	**147,826**	**253,137**	**215,160**	**75,181**	**691,304**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

SEPTEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	0	5,372	4,282	0	9,654
Brazil	18,238	22,675	48,321	0	89,234
China	21,931	0	0	0	21,931
India	202	0	0	4,346	4,548
Japan	21,757	5,933	3,420	2,070	33,180
Korea	35,107	0	0	4,484	39,591
Malaysia	10,550	0	0	0	10,550
Sri Lanka	4,904	0	0	0	4,904
Taiwan	4,937	0	0	1,179	6,116
TOTAL AG SALES	117,626	33,980	56,023	12,079	219,708
NON-AGRICULTURAL					
Japan	112	-	-	12,001	12,113
Korea	12	-	-	0	12
TOTAL NON-AG	124	-	-	12,001	12,125
TOTAL EXPORTS	**117,750**	**33,980**	**56,023**	**24,080**	**231,833**

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

SEPTEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	419	62	960	0	83	1,524
AK Alaska	0	0	0	0	0	0
AZ Arizona	0	0	16	0	10	26
AR Arkansas	1	312	6,030	0	29	6,372
CA California	1,830	2,689	1,679	0	986	7,184
CO Colorado	62	0	298	0	5	365
CT Connecticut	0	0	0	0	11	11
DE Delaware	0	0	0	0	66	66
FL Florida	0	0	0	0	3,342	3,342
GA Georgia	0	0	1,804	0	833	2,637
HI Hawaii	0	129	0	0	15	144
ID Idaho	15	963	235	0	10	1,223
IL Illinois	1,431	1,091	4,387	0	447	7,356
IN Indiana	0	124	1,023	0	229	1,376
IA Iowa	49	508	3,623	0	48	4,228
KS Kansas	107	1,646	3,614	0	23	5,390
KY Kentucky	0	0	905	0	167	1,072
LA Louisiana	1,360	438	557	0	22	2,377
ME Maine	0	0	0	0	0	0
MD Maryland	0	0	0	0	0	0
MA Massachusetts	0	0	0	0	52	52
MI Michigan	0	0	0	0	131	131
MN Minnesota	0	0	92	0	654	746
MS Mississippi	0	31	121	0	13	165
MO Missouri	2,190	1,810	11,214	0	61	15,275
MT Montana	46	0	0	0	0	46
NE Nebraska	94	115	1,290	0	387	1,886
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	50	50
NM New Mexico	0	0	104	0	51	155
NY New York	0	0	0	0	58	58
NC North Carolina	0	0	0	0	72	72
ND North Dakota	0	0	0	0	0	0
OH Ohio	0	0	0	0	503	503
OK Oklahoma	72	342	2,922	0	68	3,404
OR Oregon	316	645	435	0	90	1,486
PA Pennsylvania	0	0	0	0	648	648
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	507	507
SD South Dakota	0	78	0	0	0	78
TN Tennessee	0	0	903	0	35	938
TX Texas	2,593	1,339	5,833	0	711	10,476
UT Utah	0	109	87	0	0	196
VT Vermont	0	0	0	0	6	6
VA Virginia	0	0	0	0	0	0
WA Washington	0	72	15	0	10	97
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	128	128
WY Wyoming	0	21	15	0	11	47
TOTAL U.S.:	10,585	12,524	48,162	0	10,572	81,843
CANADA						
AB Alberta	0	0	0	0	6	6
BC Brit. Columbia	0	0	0	0	0	0
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	159	159
PE Pr.Edward Isle	0	0	0	0	0	0
PQ Quebec	0	0	0	0	25	25
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	190	190
*EXPORT SALES:	3,746	0	19,440	0	2,764	25,950
TOTAL AG SALES	14,331	12,524	67,602	0	13,526	107,983
NON-AG U.S.	10,083	-	-	0	612	10,695
Canada	0	-	-	0	10	10
*Exports	382	-	-	0	0	382
TOTAL NON-AG SALES	10,465	-	-	0	622	11,087
GRAND TOTAL	**24,796**	**12,524**	**67,602**	**0**	**14,148**	**119,070**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

SEPTEMBER 1987

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	0	0	291	291
Brazil	(1,582)	0	19,440	0	0	17,858
Chile	3,476	0	0	0	0	3,476
Columbia	0	0	0	0	728	728
Ecuador	1,582	0	0	0	0	1,582
Japan	0	0	0	0	1,675	1,675
Mexico	270	0	0	0	19	289
New Zealand	0	0	0	0	51	51
TOTAL AG:	3,746	0	19,440	0	2,764	25,950
NON-AGRICULTURAL						
Mexico	382	-	-	0	0	382
TOTAL NON-AG:	382	-	-	0	0	382
TOTAL EXPORTS:	**4,128**	**0**	**19,440**	**0**	**2,764**	**26,332**